

Message Text

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73

ACTION XMB-07

INFO OCT-01 ARA-16 ADP-00 AID-20 CIAE-00 COME-00 EB-11

FRB-02 INR-10 NSAE-00 RSC-01 TRSE-00 OPIC-12 CIEP-02

OMB-01 EUR-25 RSR-01 /109 W
----- 110733

R 172140Z JUL 73

FM AMEMBASSY LIMA

TO SECSTATE WASHDC 6349

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EO 11652: N/A

TAGS: BPRO

SUBJ: EXIMBANK BANK GUARANTY FOR SALE OF AIR TRAFFIC CONTROL
RADAR SYSTEM TO MINISTRY OF TRANSPORT AND COMMUNICATIONS

REF: STATE 137773

1. MINISTRY OF TRANSPORT AND COMMUNICATIONS OFFICIAL HAS INFORMED EMBASSY THAT MINISTRY DISCUSSING PURCHASE OF AIR TRAFFIC CONTROL RADAR SYSTEM WITH TEXAS INSTRUMENTS CORPORATION AND THAT ANY CREDIT GRANTED MINISTRY WILL BE GUARANTEED BY BANCO DE LA NACION. SYSTEM IS FOR LIMA'S JORGE CHAVEZ AIRPORT AND IS PART OF PROGRAM TO UPGRADE THAT AIRPORTS FACILITIES AS WELL AS THE ALTERNATE AIRPORTS FOR LIMA AT PISCO AND LAS PALMAS (AIR FORCE AIPIRT LIMA).

2. EMBASSY UNDERSTANDS THAT EQUIPMENT AND SYSTEM OFFERED BY TEXAS INSTRUMENTS HAS BEEN WELL RECEIVED BY THE MINISTRY AND THAT PRICE IS O.K. BUT FINANCING IS STILL A PROBLEM. MOST SERIOUS COMPETITION FOR TEXAS INSTRUMENTS BELIEVED TO BE COMING FROM GERMANS WHO ARE OFFERING TELEFUNKEN EQUIPMENT (RATHER HIGH PRICED) AND MAY BE TRYING TO HAVE PROJECT INCLUDED IN THOSE TO BE FINANCED BY \$22.5 MILLION GERMAN CREDIT TO PERU AS RESULT 1972 CONSULTATIVE GROUP MEETING ON PERU. GERMANS ALSO SPECIFICALLY MENTIONED INTEREST IN THIS PROJECT AT 1973 CG MEETING.

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3. IN VIEW NEED FOR THIS EQUIPMENT AT AIRPORT LIMA AND
POSSIBILITY THAT TEXAS INSTRUMENTS CAN OBTAIN BUSINESS
IF ABLE TO OFFER REASONBABLE CREDIT TERMS, EMBASSY RECOM-
MENDS EARLY APPROVAL OF CREDIT AND KNOWS OF NO REASONS
POLITICAL OR OTHERWISE WHY EXIM SHOULD NOT CONSIDER RE-
QUEST.
BELCHER

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